

# Women in Real Estate

## Roket of Olshan discusses her 'game changer' transactions

Nina Roket



Olshan

**Which project, deal or transaction was the 'game changer' in the advancement of your career during the last 10 years?**

There were 3 game changers: 1. Representing the owner of an office building in downtown NY in leasing over 100,000 s/f to the first public high school to open in downtown NY since 9/11. 2. Representing the buyer of a shopping center in Las Vegas, Nevada and handling the leasing of the entire shopping center. 3. Representing the owner of 25 million s/f of office and warehouse space across the country in its leasing program.

**What advice would you give to women just starting out in commercial real estate?**

Network, network, network. Very early on in my career, I realized the importance of getting out there and making connections with people (especially women) in and out of the industry. Capitalizing on those connections have helped me tremendously in generating and giving out business and developing a strong network of

women I can call upon for just about anything. On top of that, work really, really, really hard, learn as much as you can and find a great mentor.

**How do you manage the work / life balance?**

I don't necessarily believe in balance. Just making each day work as best as you can. Most days are completely out of balance—either dominated by work or personal life. My daughter was 2 when I started law school. I started working right out of law school and have worked straight throughout my career. Having an incredible support system at home was paramount. And working at a firm that understood when personal life needed to take over was key.

**Who or what has been the strongest influence on your career and why?**

In my second year at my firm, a client gave me a chance on a small transaction because they were impressed with me when they were opposite of me on a transaction. They took a chance on a junior associate. Over the years, I garnered their respect and confidence. That client (who was my first client) has developed into one of my largest clients to date and really spearheaded my career.

**How are you using social media to promote yourself, your products and / or your firm?**

I am using LinkedIn and Twitter to post updates on my matters or matters that are of interest to people in the industry. I have also joined a number of great groups on LinkedIn (including yours) and have made great connections from those groups.

## Gotthelf of Catcove Corp. details her career influences

Dede Gotthelf



Catcove Corp.

**How do you contribute to your company and / or the industry?**

I am not only the "conductor" of the company but also play several instruments. My years of experience help to teach, guide, and assist dozens of employees to grow with our companies or launch into entrepreneurial careers of their own. I hope that our ideas, creativity, and integrity contribute to the industry...

**What advice would you give to women just starting out in commercial real estate?**

Commercial real estate encompasses land use, zoning and laws, design and structure, financing, marketing, and management (and a myriad of other disciplines). I recommend that all women begin with finance... If you can think it, can you also obtain the funds, make it profitable, and understand how to structure the underwriting? (my banking beginning at Chase Manhattan contributed enormously to my ability to "do deals".)

**Who or what has been the strongest influence on your career and why?**

Developers were the glamorous "top of the chain" in the real estate industry when I was a fledgling banker in the global credit training program at Chase Bank. They were the ones with the drive, creativity, money (or so we thought), ambition, who truly made changes to the skylines. Listening to Larry Silverstein at the Real Estate Institute at NYU who not only built (well) but also taught and inspired us students (well), was a major influence.

**During the last 10 years of your career, which professional accomplishment, honor or achievement was most meaningful to you and why?**

The Certificate of Appreciation from a community group on Long Island. Catcove has been involved in public private partnerships for over 25 years, listening to the local participants, and creating programs that incorporate community dreams with economic and engineering feasibility. It is a joy to provide our expertise and wisdom to help shape their dreams into reality (or sometimes, not!)

**Which project, deal or transaction was the 'game changer' in the advancement of your career during the last 10 years?**

Purchasing the Southampton Inn certainly changed my career from finance and capital structure to innkeeper. I never envisioned being a wedding planner for over 40 couples a year!

Congratulations to  
**Nina Roket**  
for her recognition in the  
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**OLSHAN**

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